



GSA Federal Acquisition Training Symposium

April 25 – 26, 2017
Huntsville, AL

Learn > Discuss > Connect

Interact

Young Professional Networking

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- **Seminar Purpose:** To provide an opportunity for Young Professionals to network with personnel from different organizations and different locations

- **Seminar Format:**
 - **Importance of Networking (10 min)**
 - **Ice-breakers (25 min)**
 - **Concluding Thoughts (5 min)**
 - **Networking Opportunity (15 min)**

Importance of Networking

- **Networking is about making connections and building enduring, mutually beneficial relationships.**



Opportunity



Advice



**Positive
Influence**



Friendship



Assistance

Why Network?

- Learn about your industry
- Establish business contacts & get “plugged in” to your community
- Seek new career opportunities
- Create & build relationships
- Create referral networks
- Professional development
- Develop knowledge resources

***ESPECIALLY IMPORTANT IN THIS DAY OF
TELEWORK and VIRTUAL OFFICES***

ICEBREAKERS



Icebreaker

You've been given a number...



1 or 2

**Find someone with a different number
- who works for a different
agency/organization OR works in a
different state.**

Icebreaker Guidelines

5 minutes: You will respond to a question posed by your partner.

5 minutes: You will ask your partner a different question.

SWITCH Partners

REPEAT

Icebreaker

#1s - Ask your #2:

“What projects are you currently working on?”

Icebreakers

#2s - Ask your #1:

*“What is your
biggest
challenge?”*

SWITCH PARTNERS

Icebreakers

#1s - Ask your #2:

“What brought you here?”

Icebreakers

#2s - Ask your #1:

“How did you get into your line of business?”

Concluding Thoughts...

- **Make concerted effort to take part in networking opportunities**
 - **Professional Organizations (NCMA, Engineering or Program Management Organizations)**
 - **Community Organizations (Chamber of Commerce, Volunteer Organizations, Social Service Organizations)**
 - **Betterment Organizations (Toast Masters, Leadership Development)**

Concluding Thoughts...

- **Create your own networking opportunities**
 - Recent college graduates
 - Alumni organizations

- **Sometimes the best networking is with people with which you have **NOTHING** in common**

NETWORKING OPPORTUNITY
